

## ROUTING AND RECORD SHEET

SUBJECT: (Optional)

STAT: Letters of Appreciation

(26 Oct Trip to IBM White Plains)

FROM: Bruce T. Johnson

STAT: D/ODP  
2D00 Hqs

EXTENSION

NO.

DATE

TO: (Officer designation, room number, and building)

DATE

RECEIVED

FORWARDED

OFFICER'S INITIALS

COMMENTS (Number each comment to show from whom to whom. Draw a line across column after each comment.)

1.

EO/DDA

1 NOV 1982

1 NOV 1982

A

2.

A DDA  
7D18 Hqs

1 NOV 1982

Z

2. Signature

3.

DDA

2 NOV 1982

A

4.

2 ltrs -  
forward

5.

6.

7.

8.

9.

10.

11.

12.

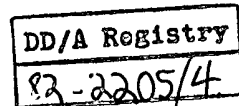
13.

14.

15.

DDA REGISTRY  
FILE: 100-20

CENTRAL INTELLIGENCE AGENCY  
WASHINGTON, D.C. 20505



STAT

[redacted]  
President, National Accounts Division  
International Business Machines Corporation  
1133 Westchester Avenue  
White Plains, New York 10604

STAT

[redacted]  
My CIA colleagues and I wish to thank you for your hospitality last Tuesday and for a day of extremely informative briefings and demonstrations. Please extend to those who participated our appreciation for a well-conceived, professionally presented, and stimulating program.

I am writing separately to [redacted] to thank him for taking time to lunch with us. As you might imagine, our conversation with him was a highlight of the day.

STAT

I look forward to continuing the close collaboration which has marked the relationship between our two organizations.

Sincerely,

Harry E. Fitzwater

Harry E. Fitzwater  
Deputy Director  
for  
Administration

STAT

[redacted]

STAT

Letter to

STAT

D/ODP:BTJohnson:jtr/  (29 October 1982)

Distribution:

STAT

Orig - Addressee

1

1

2

2

2

DDA

O/D/ODP

ODP/Registry

CENTRAL INTELLIGENCE AGENCY  
WASHINGTON, D.C. 20505

DD/A Registry  
82-2205/3

8 NOV 1992

STAT

[redacted]  
President, Data Systems Division  
International Business Machines Corporation  
44 South Broadway  
White Plains, New York 10601

STAT

[redacted]  
My CIA colleagues and I found our visit to White Plains last Tuesday to be extremely informative and useful, but surely the most interesting part of the day was our luncheon with you. Your descriptions of the innovations your organization made in order to produce the 308X family of computers were quite fascinating to us all.

I was particularly gratified to hear you affirm your personal commitment to the further development of VM as a main-line interactive operating system for IBM installations such as ours. As Mr. Johnson indicated during that part of the conversation, we have a large stake in early solution to the problem of a single-image, multi-machine VM environment.

My thanks for taking time from your busy schedule to lunch with us, and thanks, too, for accepting a "customer executive" relationship with CIA. Your personal interest in CIA's special systems problems will help ensure that the computer systems on which this Agency is so dependent will remain at or close to the state of the art.

Our invitation to visit CIA's central computer installations was sincere. We hope to see you here soon.

Sincerely,

Harry E. Fitzwater

Harry E. Fitzwater  
Deputy Director  
for  
Administration

STAT

[redacted]

STAT Letter

STAT D/ODP:BTJohnson:jtr,  (29 October 1982)

Distribution:

STAT Orig - Addressee  
1 -   
1 -   
② - DDA  
2 - O/D/ODP  
2 - ODP/Registry

DD/A Registry

82-2205/2

ODP 82-1558

22 OCT 1982

J

MEMORANDUM FOR: See distribution

FROM: Bruce T. Johnson  
Director of Data Processing

SUBJECT: 26 October 1982 Trip to White Plains

100-20

1. The following arrangements have been made for the "IBM Briefing for Agency Executives" to be held at IBM's corporate headquarters in White Plains, New York, on Tuesday, 26 October. Travel will be via Government vehicle and plane. The following is our schedule:

0630	Van pick-up at the main entrance, Headquarters
0700	Depart National Airport on Agency plane
0830	Arrive White Plains
0900	Program begins at IBM
1700	Program concluded
1730	Plane departs White Plains
1900	Arrive National Airport
1930	Van arrives back at Headquarters

2. IBM will meet the plane in White Plains and provide transportation and escort to their facilities.

3. Please make sure that each of you have travel orders to cover the day's trip. ODP will take care of the cost of the plane. IBM is providing ground transportation and lunch.

4. If you have any questions, please contact [redacted]  
[redacted], Executive Officer/ODP, on [redacted]

Bruce T. Johnson

Attachment:  
IBM Agenda and Background

## Distribution:

- 1 - DDA
- 1 - ADDA
- 1 - IHSA/DDA
- 1 - D/OC
- 1 - D/CSPO/ODP
- 1 - C/IMS/DDO

STAT

DDA Registry

82-2205/1

DDA [unclear]

DDA [unclear]

[unclear] hold

14 September 1982

STAT

MEMORANDUM FOR: [redacted]  
Executive Officer, ODP

STAT

FROM: [redacted]  
Executive Officer to the DDA

SUBJECT: IBM Briefing for Agency Executives

REFERENCE: Your memorandum to EO/DDA, dated 10 September 1982,  
Same Subject

1. Per your suggestion, we have invited the following individuals to attend the one-day briefing at IBM on the 26th of October along with Messrs. Fitzwater, McDonald, and Johnson:

STAT



2. Per our conversation, I suggest that you arrange to get the Beechcraft to handle travel to and from White Plains. I advised the above named individuals that you would be in touch with them to provide them with additional details regarding travel to and from White Plains.

3. Let me know if I can be of assistance.

STAT

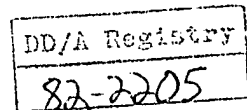


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EO/DDA/[redacted]:cn (13 Sept 1982)

Distribution:

- 0 - Addressee
- 1 - DDA Subject
- 1 - DDA Chrono
- 1 - EO/DDA Chrono
- 1 - DDA
- 1 - ADDA



10 SEP 1982


ODP 82-1336

DDA ✓  
AIDDA ✓  
IDP ✓

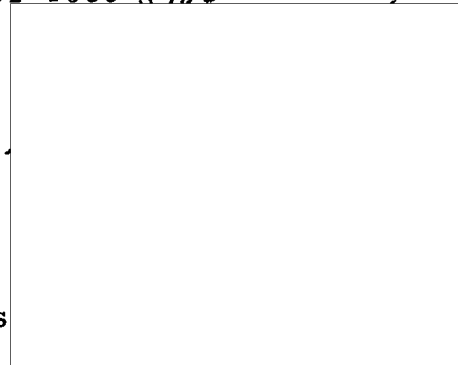
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MEMORANDUM FOR: Executive Officer, DDA


STAT

FROM:   
Executive Officer, ODP

SUBJECT: IBM Briefing for DA Executives



STAT

1. Attached is the agenda for the one-day executive briefing that IBM has arranged for Mr. Fitzwater, Mr. McDonald, and Mr. Johnson on 26 October. IBM has informed us that there is room for eight to ten Agency executives all together. Mr. Johnson thought that perhaps you and some of the Office Directors, especially  would like to join the trip to White Plains.

STAT

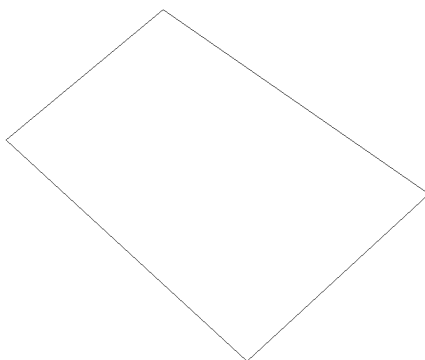
2. I leave it up to you as to how to handle this. Please let me know if I can help.



Attachment: a/s

STAT

*Backcraft*





SPECIAL EXECUTIVE BRIEFING - BRUCE JOHNSON

IBM Corporation  
National Accounts Division Headquarters  
1133 Westchester Avenue  
White Plains, New York

This sample agenda is provided as a guide.

9:00 - 9:15 Welcome and Coffee

9:15 - 9:30 Need for Information Systems

A general description of how business has changed in the past decade and the need for management to develop new information systems to maintain control of the organization.

9:30 - 9:45 Organization

A description of IBM's organization is presented so that the Director may understand the development of the IBM management system. Executives are particularly interested in how IBM is structured since some of our organizational approaches may be applicable to their organization.

9:45 - 10:30 Corporate Planning

The evolution of IBM's planning system and the development of the Business Plan are described. The importance of data processing as a part of the overall Plan is pointed out. Customer executives are often interested in how IBM plans and why we have changed various elements of our planning system.

10:30 - 10:45 Break

10:45 - 12:30 Advanced Administrative System

The system is used to describe the ways that large information systems may support the operational functions of the organization and form the basis for management to obtain the information to maintain timely and controlled operations. In addition, the justification for this system and the lessons learned from its implementation are discussed. A brief demonstration of the system is included.

STAT 12:30 - 2:00 Lunch in Private Dining Room

2:00 - 4:00 Other Presentations

Technology Trends

- . Large Systems
- . Storage Systems

Teleconferencing

Project Management

Speech Recognition

AGENDA

CIA EXECUTIVE BRIEFING

OCTOBER 26, 1982

IBM NATIONAL ACCOUNTS DIVISION HEADQUARTERS  
1133 WESTCHESTER AVENUE  
WHITE PLAINS, NY

\* Arrive White Plains Airport 8:30 A.M.

\* Welcome - Juice, Coffee, Danish

STAT   
President, National Accounts Division

\* The Role of Information Systems in IBM

STAT   
Customer Executive Briefing Center

\* Trends in Hardware and Software Technology

STAT   
IBM Consultant, Large Systems

\* Luncheon - Walnut Room

STAT   
President, Data Systems Division

\* The Evolution of IBM's Payroll System

STAT   
Manager, Information Systems Group/  
National Accounts Division Payroll

MAD 002

AGENDA  
CIA EXECUTIVE BRIEFING  
OCTOBER 26, 1982  
PAGE TWO

- \* IBM Research Activities

STAT

[REDACTED]  
Manager, Prototype Systems  
Computer Sciences Department

- \* Depart for Building 1000 Westchester Avenue

- \* Teleconferencing (1000 Westchester Avenue)

STAT

[REDACTED]  
Teleconferencing Specialist

- \* Depart for White Plains Airport

5:00 P.M.

MAD 002

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